



**CONFERENCE 2021**  
**Thursday 10th June**  
**People of Tomorrow**

# Morning Sessions

## 9.30-10.00am ... You are the Future!

- **Nikki Archer - Deputy Director, Head of Procurement and Commercial Policy & Strategy, The Scottish Government**

Highlighting the important work being carried out by the public sector and the impact that each of us can have in shaping the future for ourselves, citizens and communities. Nikki Archer will bust some public sector / procurement myths and provide real life examples of where policy has been translated into practice, along with the positive outcomes this has achieved.

## 10.45-11.15am ... Procurement People of Tomorrow

- **Jordan Pullar - Project Capability Officer, The Scottish Government**

The Procurement People of Tomorrow (PPoT) programme aims to address the skills gap in procurement and highlights the challenges in attracting, recruiting and retaining talent. Jordan Pullar will provide an update on this workstream, detailing the strategy and progress that has been made to date.

## 11.45-12.15pm ... Contract & Supplier Management Fundamentals

- **Brian Jones - Procurement Coordinator, Scotland Excel**

This session defines the fundamentals of Contract and Supplier Management whilst providing an overview of a supplier's perspective, based on Brian's experience working in a supply environment, and a walk through of the CSM tool created as part of the Tayside Procurement Project

# Afternoon Sessions

## 1.30-2.00pm ... Negotiation Skills

- **Lesley Richard - Strategic Procurement Manager, Scotland Excel**

This session introduces a wide range of information on commercial negotiation within the procurement and supply context, the main negotiation outcomes and the key stages of commercial negotiation. The main considerations, activities and behaviours that should be planned for and undertaken at each stage of the negotiation are also covered during the session.

## 2.30-3.00pm ... The Future of Technology in Procurement

- **Martyn Wallace, Chief Digital Officer, The Digital Office**

Used well, advanced technologies have the power to liberate time for human interactions and worker productivity. All firms, no matter their nature, can use AI to automate the manual, administrative and repetitive tasks, allowing employees to re-focus their attention to the more innovative and creative aspects of work that ultimately drive business growth.

## 3.30-4.00pm ... Project Management Fundamentals

- **Donnie MacRae - Learning & Development Project Manager, Scotland Excel**

This session covers the critical elements involved within Project Management – and draws upon the methods used within our accredited Project Management qualification. The approach demonstrated is ‘best practice’ within the local and Public Sector and provides the starting point for anyone wishing to increase their knowledge and wider understanding of Project Management.

\* Sessions are correct at time of publication and may be subject to change

These sessions are relevant for attendees who are new to the public sector or procurement

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